
AMENDMENT NO. 1
SOLICITATION #: CC-CACO003-25

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Service Responses to Offerors' Questions on Solicitation

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Regarding: Prospectus, CC-CACO003-25, to provide Golf Operations, Fast Casual Food & Beverage and Retail within Cape Cod National Seashore.

In the Prospectus issued March 28, 2024, the National Park Service ("Service") stated it would respond to questions about the Prospectus if submitted in writing and received by April 21, 2024. Questions were received timely, and the National Park Service responds to questions as described below.

Service Responses to Questions on Solicitation #: CC-CACO003-25

Glossary of terms used throughout this document.

Concessioner: refers to the new concessioner to be awarded the Draft Contract through this solicitation process.

Draft Contract: refers to the new concession contract(s) to be awarded through this solicitation process (CC-CACO003-25).

Offeror(s): refers to the entities that submit a proposal in response to the solicitation for the Draft Contract.

FOOD AND BEVERAGE SERVICE

QUESTION 1. Does the Service expect that the Concessioner will provide or cook food on site or can already prepared foods be brought to the site?

SERVICE RESPONSE: The Draft Contract does not specify whether the food must be cooked on site. Offerors can propose any operating procedures that meet the minimum requirements of the Draft Contract. The Concessioner must provide Fast Casual food and beverage service under the Draft Contract (see page 12 of [Business Opportunity](#) and Section 10(D), page B-14, of the [Draft Operating Plan](#)). The Service defines Fast Casual food and beverage service as providing cafeteria or counter services, with menu items offering a selection of value-conscious familiar favorites or home-style foods. This is in contrast to Quick Service food and beverage service, which provides grab-and-go or counter services. More information about [Service F&B standards](#) for Fast Casual food and beverage services can be found online:

https://www.nps.gov/subjects/concessions/upload/Fast_Casual_Standards.pdf

Equipment at the Pro Shop Snack Bar used in the existing operation includes a flat top griddle, food warmer, deli prep station, small freezer, coffee machine and convection oven. This equipment belongs to the existing concessioner as personal property and will not automatically convey to operations under the Draft Contract. The menu consists of hot and cold sandwiches, pizza, and hot dogs.

GOLF COURSE MAINTENANCE

QUESTION 2. Can the Concessioner renovate or repair the course? What are the processes?

SERVICE RESPONSE:

Yes, the Concessioner can renovate/repair the golf course, but all proposed renovations, repair, or other work must be approved by the Service first. The Service will review the Concessioner's landscaping plans, provide standards as needed, review and approve (if appropriate) proposed work, and monitor Concessioner projects, as listed in Section 3(B)(3) of the Draft Maintenance Plan.

When proposing repairs or renovations to the golf course, the Concessioner should refer to its contract documents for guidance on the Service's objectives and priorities in maintaining the golf course. As stated in Principal Selection Factor 1 of the [Proposal Package](#), the Service is interested in maintaining a high-quality operation that maintains the historic nature of the golf course with minimal disruption to the natural landscape. The Service would like to ensure that the golf course is managed to:

- Promote the rustic character of the links course.
- Preserve the historic circulation systems while ensuring systematic and safe routes of pedestrian and vehicular circulation through the golf course.
- Preserve the unique vegetation characteristics associated with the historically open landscape, including the Heathlands.
- Balance the historic condition of native, unmanaged vegetation within the golf links, with the need for managed and maintained turf that will withstand a high level of play on the links.
- Encourage the establishment of native grass species on tees, fairways, greens, and roughs.
- Preserve and retain the existing historic layout of the tees, fairways, bunkers and greens as documented in the historical documentation reports.

Regarding process, Section 3(A)(8) of the [Draft Maintenance Plan](#) of the Draft Contract requires the Concessioner to prepare a written landscaping plan for the land assignment area and submit it to the Service for approval. This section also cites two specific character-defining features that the Concessioner must address in its written landscaping plan:

- **Natural Environment:** Erosion caused by human impact on the links will be mitigated and reduced while natural erosion will be allowed to occur where visitor safety or resource protection is not compromised.
- **Vegetation:** The Concessioner will maintain the vegetation on the tees/greens differently than the vegetation on the fairways. On the tees/greens, the Concessioner will provide a quality turf grass cover that can withstand a high level of play on the links. On the fairways, the Concessioner will promote the reestablishment of native plant species and reinforce the naturalistic character of a links style course. The maintenance of trees/shrubs will allow existing specimens located on the links and the adjacent rough areas to grow naturally with

minimal management. The environmentally sensitive Heathland plant community existing adjacent to the Highland Golf Links shall be preserved and allowed to rejuvenate naturally.